

REDFIELD SEES BIG BOOM AHEAD

Prosperity Will Follow Tariff
Reduction, Says Com-
merce Secretary.

EFFICIENCY IS NEEDED

Manufacturers Here Need
"Jolting" to Improve
Their Methods.

COMPETITION NO DANGER

Cabinet Member Scouts Fear of
an Invasion of Foreign
Goods.

WASHINGTON, April 20.—The Sun correspondent, asked Secretary of Commerce Redfield, who is the acknowledged tariff expert in President Wilson's Cabinet, to give his views on the probable effect of the Underwood programme of revision upon the manufacturers of the country.

Secretary Redfield, himself a manufacturer of iron and steel, can see no dark cloud on the horizon. On the contrary, he believes that the revision will have the effect of "jolting" American manufacturers into a higher state of efficiency. He believes that many obsolete inherited notions must be abandoned and old machinery discarded, but American manufacturers in his opinion will have nothing to fear eventually from foreign competition.

Secretary Redfield sees approaching the day when the American manufacturer can go abroad and compete with foreign manufacturers even in their own countries. The Secretary of Commerce has no fear of an invasion of foreign goods, simply because there are not sufficient facilities abroad to ship the American market and supply home demands.

"It seems strange, does it not," said Secretary Redfield, "that at the very time when American manufactured goods of all kinds are going abroad all over the world and in many different lines of production to the annual extent of something like \$1,500,000,000, or say at the rate of \$5,000,000 a day for the ordinary working year, American manufacturers should also be clamoring for a protection against the alleged inroads which they claim to fear upon our markets by the producers in the very countries to which we are now selling?"

Lack of Confidence Unjustified.

"Twenty-five years ago the case was different. Then we had not won our spurs in foreign fields and there might have been some justification for a little lack of confidence in our own ability. It is a different thing now. The American factory that is not doing some export business is rare and many of our manufacturers have fully established foreign departments.

"Take, for example, steel and iron in various forms. Shipments abroad in the first seven months of the present fiscal year have been at the rate of a million dollars a day. I know a veteran American tool maker who sells his goods all over Europe. American machinery is found in many European shops. The company with which I was connected has been shipping engines into France. I have personally sold tools and forgings in continental Europe, and this long before the present export movement began.

"Now, the plain truth is that America has lost touch with its own industry, and having found itself, begins to like the prospect."

"Why is it then, Mr. Secretary, that there appears to be so much opposition by manufacturers to the schedules of the Underwood bill?" Mr. Redfield was asked.

"It is the old fear, or the shadow of the old fear that remains with a good many who have not yet learned the new gospel of self-respect and self-confidence," he said. "Now, it is this fear, this vague, mysterious dread of somebody abler or better than we that is, to my mind, one of the great causes that the tariff has brought upon us. Suppose it has protected profits. It has protected manhood, increased our normal confidence in ourselves or given us belief in our own powers? If it has, then why the cries of fear, the dread of weakness and the predictions of woe that come—be it observed, not so many as of old—put up in the halls of Congress?"

Trade Growth Normal.

"Our foreign trade in manufactures," Mr. Redfield added a moment later, "has been a normal growth. Look back over the record and see how it has developed. Here and there it has met checks, there have been reactions and again, as time has passed, the tide has turned and the reaction has been overcome. It is not different in its history from our domestic trade. It has had its ebb and flow, but the stream has grown stronger all the time. If this has been done under any special advantages, may, under the handicaps as to the high cost which the tariff admittedly imposes, how much more will this trade gain with cheaper materials and with the advantages that may come from other opportunities opened by the proposed tariff law?"

Secretary Redfield said that in his opinion the time has come when the American manufacturer has got to increase his efficiency.

"A great American manufacturer put it very keenly to me the other day when he suggested that some of these fellows have got to get efficient or quit," continued Secretary Redfield. "Of course they will have to get efficient, and equally, of course, they have not been efficient because they have not had to be so."

"Now, the American people have a right to have the services of efficient manufacturers, and on the other hand no one has the right to tax the whole of us in order that some of us may profit even with inefficient. If I won't think for myself, I have no right to have the people taxed to support me while I face bankruptcy. It's a question on the one hand, why should I be neighbor pay the bill? Yet, here comes the man who says, 'I pay so much for labor that I cannot make my goods cheaply enough.'"

"Dear, dear! Look about you, my friend," exclaimed the Secretary, earnestly addressing the American manu-

AN INVESTOR'S CATECHISM

Q.—How does increased value arise in real estate?
A.—From two sources, higher rents and lower capitalization rates.
Q.—What error may arise in figuring the value of land and building separately?
A.—That of supposing that the sum of the two represents the value of the property as a whole. As a matter of fact the structural value of the building may have no bearing on its real value, this depending entirely on its suitability to location. The income examination should correct this error.

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facturer, "and get a little breath of efficiency ozone. Look at the railroad that goes by your door on which you ship your goods. That railroad pays double or more the wages to its workmen than a German or an English railroad does, but the cost of freight to you on that railroad is less than that which the German or English road would charge you. Sit down with that fact and study over it."

Matter Is a Personal One.

"Way is it that the American railroad has a higher rate of wage, much higher, and has a lower rate of freight, much lower? Why? The answer is because it is more efficient. Well, my fellow manufacturer, why are you not more efficient? Try to get it inside your head that the question is not what you pay your workmen, but it is what kind of a man are you? It is a personal matter, not a financial one. It is a subject for you to think over and not a matter to be settled by taking 10 percent from your payroll."

"Are you, or are you not, doing the best you can? Not pretty well, but the best. Is it not a fact that in your shops you are using the same methods and machinery that you used ten years ago? Then make a humble confession of sins of omission and get busy."

"Probably it is true that you do not produce goods as cheaply as your competitors in Europe do, but what you now do is no measure of what you can do. Time was when we could not sell iron and steel abroad. We do it now. Time was when Sheffield sold us our cutlery. We sell cutlery abroad now in competition with Sheffield. Stocks of American tools are even carried in the city of Sheffield, and in a recent competition the order for railway steel for the municipal railways was taken by an American concern."

"I was in Youngstown, Ohio, when they took an order for 8,000 tons of rail for Spain in competition with Germany and England. I was recently with an American manufacturer when he took an order for locomotives for Japan in competition with Germany. American manufacturers even maintain offices in Java."

Secretary Redfield has great hopes for the growing importance of the Far Eastern market.

"We expect said he, 'to participate and we are participating in the opening of the Far East and this means much and will mean more to American exporters in the future. We have gotten back a good bit of our cotton trade in China and we will get back more unless we get so dependent on a tariff that we lose our dependence on our own wits."

Methods Must Be Improved.

"There are things we cannot sell as in Germany, where we meet it. There always will be. There are also things we cannot sell against the competition of some American concerns in some line where we meet them. We do not go out of business in the latter case and send up howls to Washington. We stay in business and if we can improve our methods. That is the thing, the very thing that makes us improve our methods. I remember once when we were making an article for 18 cents apiece, a competitor bid 12 cents, and we knew that competitor well enough to know that he did not sell goods at a loss. Well, what did we do? Did we go down to Washington and raise a row or send up walls of defeat? Not much. We got our brains to work and sold the next lot of goods ourselves at 10 cents and at a profit of course."

Secretary Redfield was asked whether in his opinion the new tariff would disturb business and cause some loss to American manufacturers, at least for a short time.

"Undoubtedly tariff readjustment will cause some pain," he replied. "Anything worth doing does, and it is worth some pain to bring back to American manufacturers their own self-respect."

"Another thing, one hears talk of this country being flooded with foreign products," exclaimed Secretary Redfield, a second later. "Where will they make them? Where are the factories big enough to flood the United States? Take the iron and steel trade, for example. Where are the iron mills big enough to supply our demands for iron and steel. Where would they make the stuff? Everybody knows, or if they don't they ought to be told, that they have not much more than enough to do it. The product of the two nations together is barely as big as our own. What would become of the markets of Germany and England

If the manufacturers of those countries sold to the American market? The plain truth is that they do not make enough abroad to supply our market, and any effort to sell any very large amount of stuff here must so increase the demand upon their resources as to advance their prices."

Double Profit for U. S.

"If they cannot sell us any large amount, what is the object of reducing the duty and thus inviting foreign manufacturers?" Secretary Redfield was asked.

"Partly to prevent American manufacturers taxing the whole people for a protection they do not need," he replied. "The low duties will open the market in cases where the price here is excessive to sufficient competition to hold that price down, not that Germany and other countries have sufficient steel and other products enough to spare to supply any large part of what we need, but so that it may act to help us by preventing excessive prices here and by maintaining a balance which shall keep things reasonable."

"This is true all along the line. An American manufacturer boosts his price and his customer finds an foreign quotation that enables him to check it up. Result, the American manufacturer must stop that boosting or the foreign manufacturer gets the order. This is a double profit to the United States. The buyer gets his goods at a reasonable price, that is the first profit, and the American manufacturer gets a useful lesson, that is the second profit, for the next time the matter comes around that manufacturer makes his price right and if he does not know how to do it he learns. Nothing teaches him faster than losing an order."

"No, my fellow manufacturers," said the Secretary, again speaking directly to your associate was right when he said to me, 'You have got to be efficient. Some of you are now admirably so and you are the fellows that are not scared. After all, it is greatly to the credit of the manufacturing profession that so many of them have not been to Washington this last winter. But there are a lot of you that are just waking up to the fact that there is something doing, and the very fact that you have been so late to find out what is going on shows that you need a jolt. That jolt is going to do you good. No doubt you will have to hustle. You will have to discard a whole lot of inherited notions and perhaps some ancient machinery, and you have got to get entirely over the idea that the man who you pay the least is the cheapest producer. Those of you who keep your faces to the light have nothing to fear."

Secretary Redfield was standing at the window of his office as he finished this sentence.

"I saw that row of automobiles over there," he exclaimed, pointing across the street. "All American makes. Fifteen years ago we bought automobiles abroad in large numbers. Last year we sold abroad \$30,000,000 worth."

DEAD MAY TALK TO US, SAYS RABBI KRAUSKOPF

Advises His Congregation Not
to Sneer at the
Spiritualists.

PHILADELPHIA, April 20.—Rabbi Joseph Krauskopf told his hearers at Temple Beth Shalom, last evening, that spiritualism and communication with the dead should not be dismissed with a sneer or spoken of as mere delusions or as inventions of impostors.

Dr. Krauskopf did not say that he believed in the power of the dead to communicate with the living, but declared that it is a hypothesis which he has not investigated to keep their minds unprejudiced till further revelations shall have disposed of the matter.

"I believe with Shakespeare," said Dr. Krauskopf, "that there are more things in heaven and earth than are dreamed of by our philosophers. The impossible of yesterday may become the possible of to-morrow. The unbeliever of the present may become the conviction of the future. The dead may yet give up their long kept secrets."

Dr. Krauskopf cited the messages said to have been received from William James, the psychologist of Harvard University, after his death. Speaking of the usefulness of the hypothesis of the possibility of Prof. James communicating with the living, the rabbi said: "They may be right, and they may be wrong. Mere negation, however, never constitutes a proof, especially when the beliefs denied are held by a class of people so scholarly as are many of those who constitute the societies of spiritualists."

"When we find the wisest men of the most ancient days to those of Prof. James, of Dr. Lombroso, the alienist; of Maeterlinck, the philosopher, having implicit faith in the belief that death is not the end we must have stronger ground for dismissing that belief than the fact that it has been demonstrated. Neither has the existence atom been demonstrated."

"When we find men of unquestionable veracity and undisputed rationality declaring that they have had manifestations of spirit existence we must have better ground for denying such manifestations than the fact that such revelations have never been vouchsafed to all of us."

NEGRO ADVANCE DUE TO WHITES.

Strong Tie Between the Races in
South, Says Dr. Washington.

Booker T. Washington spoke at the West Side Y. M. C. A. yesterday afternoon on "Some Things That Can Be Learned From the Negro Race." He brought out the great progress made by the negroes since their emancipation.

"When you compare progress with your progress," he said, "you are using a severe yardstick. If we could be judged in comparison with some of the peoples of the old world we would fare better."

After telling of their progress along the lines of education, religion, accumulation of wealth and in raising their standard of living, Dr. Washington said: "Thus have we risen from a band of twenty or thirty slaves to a nation of 10,000,000 number over 10,000,000 American citizens."

"Today in the United States," continued Dr. Washington, "the negro owns 20,000,000 acres of land and more than 600,000 houses. He is making striking headway also in commerce. In the Southern States alone negroes own 10,000 stores, 300 pharmacies and 57 banking institutions."

"The possession of this vast property is due to two causes, the negro's faculty of never being discouraged, and more important still, the friendship of the white man. Every negro who has prospered owes his success to the encouragement and friendship and financial aid of a white resident of the community. In spite of the efforts of political demagogues to deny it, the stronger the tie between the two races the more the negro and the white man in the South."

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SENATORS GENEROUS IN AUTOBIOGRAPHIES

Representatives Also Know
How to Compliment Selves
in New Directory.

MANY "WORKED ON FARMS"

Others "Studied at Night After
Working Hard All Day
for a Living."

WASHINGTON, April 20.—The new Congressional Directory, containing the autobiographies of all the Senators and members of the House, made its appearance to-day. The fact that there is an unusually large batch of new names makes the volume more interesting than usual.

Just to forestall any doubt that may arise as to the responsibility for the biographical sketches in the directory, the following note, appearing in fine type at the bottom of the first page, is given:

"Biographies are based on information furnished or authorized by the respective Senators and Congressmen."

By informing the country that he is the youngest Senator ever elected from Kansas; also that he will be one of the youngest men in the Senate.

"He is a disciple of the new school of politics," says Thompson's autobiography, "and is classed as a Progressive Democrat; has been identified with Kansas for over thirty-three years and has been very active in the affairs of the State from early manhood to the present time, filling various positions of honor and trust with the strictest honesty and fidelity; is the author of a number of legal articles, on judicial reform which have attracted attention throughout the United States. Was elected District Judge at the age of 34 years, his position he filled until elected Senator, he has the distinction of being the only Democrat to be elected Judge in his district, which comprises a territory equal in area to the entire State of Connecticut; was considered one of the ablest and most popular Judges in Kansas."

The new Senator's autobiography adds that he received the largest popular vote ever given to any Democrat in Kansas and also the largest vote in the Legislature ever given to any Senator from Kansas. "Democrats, Republicans and Socialists alike voting for him almost unanimously; his political success is without parallel in the history of the State."

"It is acknowledged by all who know him," says Mr. Thompson, "that as a Senator he will not only bring credit and honor to himself, but to the State and nation as well."

Turn now to William H. Murray, Representative at large from the State of Oklahoma. His biography starts off like this:

"William H. Murray (Alfalfa Bill), Democrat of Tahomung, Okla., was born November 21, 1888, near Collinsville, Grayson county, Texas. His mother died when he was 2 years old; ran away from his father at 12 years of age. Has since punched cattle, chopped cordwood, worked in brick yard, been a farm laborer, reported for and edited newspapers, taught school, practiced law, and is now an extensive planter and farmer."

Oscar W. Underwood, framer of the tariff bill and Democratic leader in the House, takes just five lines to give an account of his life. It takes Walter Lafferty, Progressive Republican of Portland, Ore., fifty-seven closely printed lines to give his colleagues an idea of his antecedents and what he has done.

For instance, Lafferty notes that he is the fifth of a family of eight children, his four sisters being Ora, Gladie, Rosa and Roxie. His three brothers are Luther, Albert and Rollo. Representative Lafferty's full name is "Abraham Walter Lafferty, but has always been called Walter, and signs his name simply A. W. Lafferty."

There is the usual long list of Congressmen who got their early education by studying at night after working hard all day for a living. Also, most of them at some time or other worked on a farm, and nearly all testify to their intense interest in farming.

William Henry Hinebaugh, a Progressive of Illinois, was educated "in the school of hard knocks." H. Robert Fowler, a Democrat of Illinois, is a lawyer, "with a love for personal injury practice, never taking sides with corporations against labor." Clyde H. Tavenner, another Illinois Democrat, began at the suggestion and with the help of his mother to write a daily signed article from Washington. These letters were "so independent and original in character that at first no editor would publish them; notwithstanding this, he continued to write a letter every day for 1,600 days, or four years. Seventy daily newspapers throughout the United States are now printing the articles every day on the first page."

Maurice Connolly, a Democrat of Dubuque, Ia., says he is the first native born and the youngest man to represent the "monkey wrench district."

J. Thompson Baker, the new Demo-

cratic Congressman from the second New Jersey district, sets forth the fact that with his brothers "he founded the city of Wildwood and the borough of Wildwood Crest, in New Jersey, and was the first Mayor of the consolidated city of Wildwood."

Representative Baker, however, hasn't anything over Edgar Raymond Kiebs, a newly elected Republican from the Fifteenth district in Pennsylvania. Kiebs "became interested in the development of Eagles Mere as a popular summer resort, and is now president of the Eagles Mere Land Company, owners of the beautiful Lake of the Eagles, and is the treasurer of the Eagles Mere Company, owning the Forest Inn and Eagles Mere Park."

It seems that John Richard Clancy, Democrat of Syracuse was so popular that all he had to do was sit still and let his friends elect him. He had "steadfastly" refused to be a candidate for office, "although urged by Democrats to run for Mayor and other offices." When nominated for Congress he "did not expect to be elected and made no campaign."

Stanley E. Bowdye of Cincinnati, the Democrat who beat Nick Longworth, has "lectured on revealed religion and philosophy generally."

Simon D. Pess of Yellow Springs, Ohio, a newly elected Republican, confides to Congress that his family consists of "H. Lehr, 21, a teacher of history in the Piqua High School; T. Lowell, 18, a sophomore in Antioch; Charles Sumner, 15, in the preparatory school; and Lois, the niece, in the public school."

James D. Post, a Representative from Ohio, worked on the farm as a youth, attending the country school in the winter months and assisting his father in farm work during the summer.

Harry Lane, the newly elected Democratic Senator from Oregon, served as superintendent of the Oregon State Insane Asylum for four years.

John M. Morin, one of Pennsylvania's newly elected Republicans, makes a bid for the athletic vote.

"He has been an all around athlete," says Morin of himself, "and takes a lively interest in all athletic affairs, in Pennsylvania being best known as a sculler. While in Montana, helped organize and served as a director of the Montana State Baseball League, was manager-captain and played with the Missoula team in 1901-02."

Robert L. Henderson, of Jenkintown, Pa., another Democrat, has had a varied career. His early life was spent on a farm; then he took to house painting, studied dentistry and practiced for fourteen years; built and operated the first woolen mill in the Chinese Empire at Tientsin, and is now engaged in the wholesale lumber business.

James K. Vardaman, the newly elected Senator from Mississippi, even in writing his autobiography, could not resist an attack upon Leroy Percy, the man whom he succeeds in the Senate.

"He was defeated," says Vardaman of himself, "by a combination which has become notorious as the 'secret caucus'; he appealed his case to the people, and in a contest remarkable for its bitterness, on August 1, 1911, defeated the secret caucus choice, Leroy Percy."

Senator Jim Ham Lewis of Illinois is modest to almost an alarming degree. Speaking of his achievements he bemoans the most of them under this unassuming sentence:

"Held incidental offices in general forms of trust ordinarily reposed from time to time in the ordinary citizen."

IF HARBURGER WERE IN LONDON.

Sheriff Tells How He Would Break
Up "Militant Amazons."

The solution of England's troubles with the militant suffragettes is simple after all. Sheriff Julius Harburger announced yesterday afternoon that if he were sheriff of London town he would suppress soon and certainly the boisterous evidences of disagreement on the suffrage question.

So all England has to do when Sheriff Harburger becomes again plain, Julius Harburger, if an aroused public will ever consent to his retirement to private life, is to come over here and borrow him.

The Sheriff's declaration was made at the meeting of the Young Folks League of the Holborn Infant Asylum in the Hotel Astor. He said he approved of woman suffrage, but did not approve the methods of obtaining it practiced in England.

"If I were Sheriff of London," said he, "I would look upon the suffragettes as traitorous violators of the law, incendiaries, and would make any distinction as to sex and would break up this kind of militant amazons, whose anarchistic, nihilistic tendencies, obstructive tactics and destroying propensities are barbaric, savage, unwomanly and must not be tolerated in a civilized government."

The Sheriff also said some other things of a critical nature about the militants.

ARREST IN SOLDIER'S DEATH.

Hickey of the National Guard Had
Been Clubbed a Week Before.

Since the death last month of Leo J. Hickey a National Guardsman in the Sixty-sixth street armory, Assistant District Attorney Theron Strong has been conducting an investigation. On Saturday night Detective James McCormick arrested John Riley, 29 years old, of 132 West Sixty-third street. The arrest resulted from a conversation Mr. Strong had on Saturday with George McNeil, another National Guardsman.

On the night of February 26 the militiamen on leaving the armory had trouble with persons in the neighborhood. Both Hickey and McNeil were hit on the head with a club, but were able to go home. At the trial a week later Hickey dropped dead.

"The coroner's physician," Mr. Strong explained to Magistrate McAdoo in the West Side court yesterday, "declared that Hickey's death was due to heart failure. There was no inquest, but on information that has come to us since we intend to exhum Hickey's body."

Magistrate McAdoo held Riley in \$5,000 bail for examination to-morrow.

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" 30x60 ins., regular price \$2.25, at \$1.25
" 3x6 feet, regular price \$3.00, at 1.75
" 4x7 feet, regular price \$4.75, at 2.75
" 6x9 feet, regular price \$8.50, at 5.35
" 7.6x10.6 ft., regular price \$13.50, at 7.60
" 9x12 feet, regular price \$17.50, at 10.00

Other Special Sales for this day (Monday) will consist of Women's Black Crepe de Chine and Meteor Dresses and Black Serge and Poplin Suits; White Dress Fabrics, Imported Filet Lace Panels, Scrim Bed Sets and Summer Curtains.

Special Sales for Tuesday, April 22nd, will consist of Women's Coats and Blouses.

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